

# SALES & CHANNEL PROGRAMME



Reward your sales force & unlock the full potential of your channel with a sales & distribution channel incentive programme.

## WHY A SALES & CHANNEL INCENTIVE PROGRAMME?



Drive Sales



Boost Workforce  
Morale



Motivate Sales  
Performance



Recognise Sales  
Performance



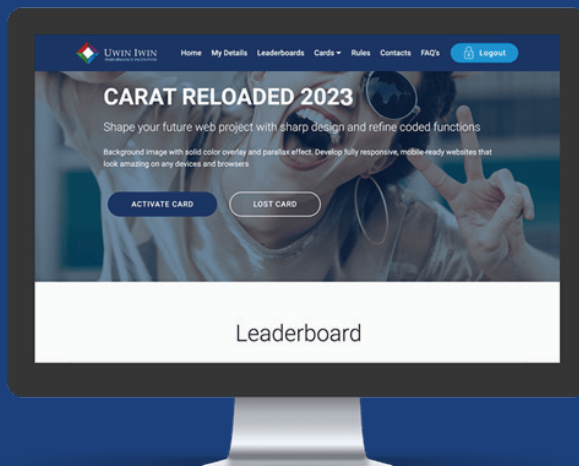
Strengthen Client  
Relationships



Build Channel  
partner relationships  
and Loyalty

## BENEFITS

- » Enables programme manager to set attainable goals and measure participant performance
- » Sets attainable targets and motivates sales team to exceed them
- » Keeps participants motivated through ongoing communication
- » It creates focus on the objectives and an increase in performance equals an increase in bottom line objectives



## SYSTEMS USED: NETUWIN

Uwin Iwin's bespoke cloud-based system, **NetUwin**, enables participants to interact with their results and receive communications.

Online Points-based Software is used to drive Sales performance. It allows for maximum flexibility, making it the ideal sales tracking & incentive tool.

## HOW TO IMPLEMENT THIS?

### Online Points based Reward Programme

- » Target Based - Clear and Measurable criteria
- » Full Website and / or Mobi Site
- » App – Android / IOS App (additional Development Cost)
- » Communication options – SMS / Email / Push notifications (app required for push notifications)
- » Achievement data (statements, reports and leaderboards)
- » Reward Payments to end user
- » Reward Card, Reward Tokens, Reward Gifts (Voucher Mall Rewards) and/or Travel Rewards

# REWARD SOLUTIONS

**Sweepstake** - One winner takes it all. For a smaller sales force and when the budget is closed-ended and limited.

**Limited Contest** - Top few winners take it all. For a Larger sales force and budget is completely closed-ended. Reward according to placing (1st = large prize, 2nd = smaller prize etc.)

**Open Target Competition** - Anyone who hits their targets / objectives wins! This type of competition is for open-ended budgets.

**Open Sales - Make the sale, get rewarded** - You don't need to necessarily hit your target, because every sale made / claimed earns a reward. This solution is for open-ended budgets.

## REWARD TYPES



Branded Cash:  
Kudosh Reward Card



Reward Gifts: Individual Points System  
where one can redeem: Gift card,  
Virtual card, Branded Store Voucher.  
Travel Rewards.



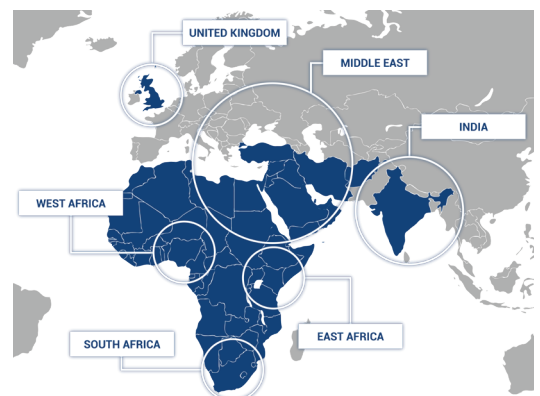
Recognition Tokens:  
Certificates, Cards & Trophies

**UWIN IWIN OFFERS A VOUCHER MALL WITH 50+ BRANDED RETAIL VOUCHERS TO CHOOSE FROM.**

South Africa: Mr Price, Woolworths, Takealot, Sorbet, Dischem Pharmacies, Checkers, Shoprite, Debonairs, Spur, Le Creuset, Nigeria: Suregifts, India: Croma, Big Basket and many more!

## WHY UWIN IWIN PERFORMANCE INCENTIVES?

- » Uwin Iwin exists to help brands, businesses & their people win
- » We are passionate about energizing our clients businesses to gain a competitive edge
- » We believe that incentives drive positive business results
- » We assist businesses in unlocking the full potential of their sales team and sales channel partners.
- » We have 29 Years of Experience in the incentive industry



**FOR MORE INFORMATION, CONTACT US OR VISIT OUR WEBSITE**



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